

8 November 1962

STATINTL MEMORANDUM FOR: [REDACTED]

SUBJECT : RCA Methods Support

STATINTL 1. Jim Corsetty, RCA--Methods, has made his primary
STATINTL function that of planning and programming for the RCA
STATINTL 301 installation. This is pretty well completed at
this point. He and [REDACTED] (ADPD) have made quite
a few trips to Baltimore for test and debug on 301 of
similar specifications to ours. Jim says they have
been going over there two or three nights a week and
getting back as late as 3 a.m. He is very impressed
with the attitude and devotion to duty shown [REDACTED]
and some of the other programmers in ADPD.

2. Our 301 has been tested with 1402 at West Palm
Beach and is now packed and ready for shipment. But
Jim would like to test some card-to-tape and tape-to-
card operations before it is shipped, since no parallel
operations are planned, i.e. the other peripheral
equipment goes out the same day the 301 comes in. This
may not be possible since machine would have to be
unpacked and set up at West Palm Beach and shipment
schedule is approximately 16 November. It is not
essential that this be done since we would still have
emergency back up at RCA K Street or other Government
installations.

3. Jim and I had a long talk about programming
and operations techniques under 501/301 concept.
Some of the items discussed:

- a. Possible improvements in sorting times
(usually averages 60% of operational time
on a 501) by use of blocked fixed records
instead of variable length records.

b. Limiting processing operations on the 501 to updating and sorting operations and utilizing 301 with report generator programs for report preparation. This would save 501 time and accomplish certain additional computer processing simultaneously with 301 printing.

c. Greater use of cards as a media of data input. Cards could be edited and processed to mag tape on the 301 at low cost. Mag tape from 301 could be a faster means of input to the 501 than present paper tape.

4. Jim promised to explore some of these possibilities after the 301 is operational.

STATINTL

STATINTL cc: 

8 November 1962

RCA--

Director of
Marketing
Ed McCollister
(Camden)

Manager
Government
Marketing
(National)
Andy Anderson

Sales Mgr
George Dashiell
(Camden)

Sales Mgr - Gov. Sales
Stan Farwell

Functions:
Sales Admin.
Sales to Air Log. Cmd
Sales of RCA 601
Sales/Product Plan.

Branch Manager
Washington
Commercial
Bill Berry

Sales Manager
Civ. Agencies & Navy
Pete Caswell

Sales Manager
Air Force

Sales Manager
Navy

Methods Mgr
Bob Smith

Sales Reps
Jack Walsh (HEW,
CIA, BU WEAP, NPD)
etc.
etc.

Jim J. Setty
Frye

Sales Methods

Sales Methods

Note: (1) This is a Reasonably Correct intelligence estimate of RCA's EDP as it might affect our 501/301 relations.
(2) Berry no longer in the picture. He previously was responsible for all commercial pre-installation sales and commercial and government post installation sales.